





The Cleveland Foundation: A Snapshot

Established in 1914, the Cleveland Foundation is the world’s first community foundation. Today we are the third-largest community foundation in America.

Mission

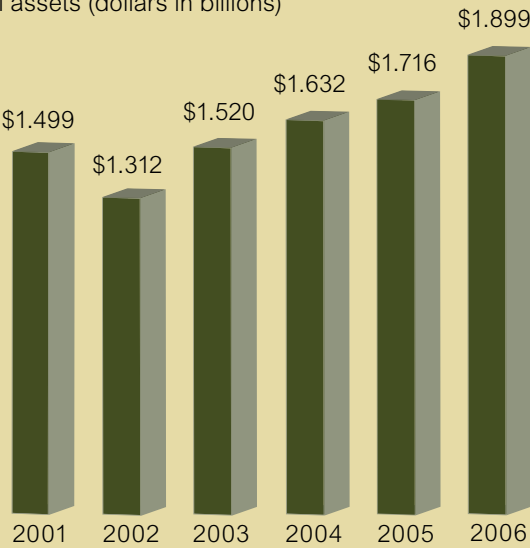
The mission of the Cleveland Foundation is to enhance the lives of all residents of Greater Cleveland, now and for generations to come, by building community endowment, addressing needs through grantmaking, and providing leadership on key community issues.

Stewardship

- Assets year-end 2006: \$1.9 billion
- Total return on endowment investments in 2006: 15.4%
- Grants authorized in 2006: 2,800 grants ranging from a few hundred dollars to \$4 million
- Value of grants authorized in 2006: \$85 million
- New gifts received in 2006: \$31.8 million
- Operating expenses in 2006: \$9.9 million
- Number of employees as of June 1, 2007: 65

Endowment Growth

Total assets (dollars in billions)



Grantmaking

The foundation awards most grants to 501(c)(3) nonprofit organizations that support Greater Cleveland projects and programs that benefit citizens, meet community needs and test new ideas. The foundation does not make grants to individuals, for-profit organizations, endowment campaigns, annual fundraising or membership drives. Please visit our Web site for complete information about grantmaking, grants awarded in 2006, and how to apply for a grant, including eligibility and priority areas.

Philanthropy

The Cleveland Foundation would not exist today were it not for the extraordinary generosity and vision of our donors. The foundation offers numerous creative and rewarding ways to donate to the community, some with significant tax advantages. We encourage prospective donors to contact either the foundation directly or a professional advisor to learn more about philanthropic opportunities.

Leadership

The true measure of the foundation’s worth is not the size of our endowment, how much we receive in gifts, or the dollar value of our grants. Rather, the measure of our worth is the leadership role we play and the impact we have in the communities we serve, as a grantmaker and convener.

Diversity

The Cleveland Foundation is committed to diversity and inclusion in everything that we do. From our grantmaking to our donors to our staff, we strive to hear all voices and be fair and representative in all areas of our operations. Our Statement on Diversity reflects our commitment to keeping diversity at the forefront.

Even with an endowment approaching \$2 billion,
no community foundation, including ours,
can be all things to all people.

So we proactively direct some two-thirds of our
discretionary dollars to our community’s greatest
needs: economic transformation, education,
early childhood and youth development,
neighborhoods, and the arts.

And we constantly assess
how we are making an

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Dear Friends of the Cleveland Foundation,

This year, 2007, marks our 93rd year of vigorously striving to fulfill our philanthropic mission of enhancing the lives of all Greater Clevelanders, now and for generations to come. And, we believe the consensus in our region is that our foundation is indeed succeeding in its mission; that we are truly making a strong contribution in the struggle to rejuvenate our beloved and historic city.

We have been making progress because, thanks to the generosity of this community, we possess the resources to do so. By year's end 2006, our foundation's endowment was worth \$1.9 billion. We received more than \$31 million in new gifts during the year and awarded more than \$85 million in grants to nonprofit organizations and projects in the city and the Northeast Ohio region.

“None of these efforts are solo endeavors and we are as comfortable being part of a larger cast as we are taking a leadership role.”

Our ability to have impact has derived not just from our role as a grantmaker but also from our role as a convener, facilitator, and partner working with others. As a nonpartisan, passionate advocate, we are able to gather together decision makers and stakeholders to address Cleveland's biggest challenges: persistent and widespread poverty, poor K-12 educational attainment, and the need to transition to a new economy as a result of globalization and the job losses which Cleveland has sustained in its wake.

An effective convener does more than merely issue invitations. Cleveland Foundation staff has collected data on the gravity of these challenges, researched best practices in other cities, mobilized financial and intellectual resources, and launched or supported initiatives with our own time, talent, passion and expertise. We have met with local and state officials to weigh in on major public policy issues.

We have worked with like-minded institutions in the public, nonprofit, and business sectors to strengthen our community by focusing on opportunities not just problems. Our collective efforts have made a strong impact in the following ways:

- We have supported the effort in Cleveland and Ohio to become a leading center for advanced energy R&D and manufacturing.
- We initiated a project to install wind turbines in Lake Erie to generate a portion of the city's power.
- We are working on an ambitious plan to transform University Circle and its contiguous neighborhoods into a thriving urban core that attracts new residents and tourists. Plans include a mix of affordable and upscale housing, along with programs to bolster safety, homeownership and sense of community.
- We have been active in key partnerships between local foundations and the Cleveland Metropolitan School District to reshape the way our city educates its children. We are examining curriculum, length of the school day and year, facilities where children learn, governance issues and more.
- We played a major supporting role in the successful passage of Issue 18, providing long-overdue and much-needed public funding for the arts.
- Through both our Project Access program and our support of the Community Wealth Ventures initiative, we helped to bring business acumen to a number of Cleveland's nonprofit agencies to strengthen their long-term sustainability.
- We worked to establish regional cooperation among some 100 organizations – nonprofits, government agencies and philanthropic institutions – in the Fund for Our Economic Future, a unified effort to bolster Northeast Ohio's economy.

None of these efforts are solo endeavors, and we are as comfortable being part of a larger cast as we are taking a

leadership role. What is essential is that Greater Cleveland's many exceptional institutions act in partnership.

“While we don't profess to have changed the world this past year, we believe we made and will continue to make a lasting impact on Greater Cleveland.”

Three success factors have enabled us to mark these achievements and further our mission.

First, as we mentioned previously, is the generosity of our donors. Their belief in what we do and their continued financial support – a tradition that dates back to our founding in 1914 – represents the very best in enlightened philanthropy. We are proud to live in a city which ranks per capita as one of the most philanthropic places in the nation.

Second is the strength and growth of our investment portfolio. Our investments have averaged double-digit returns over the past four years, outperforming the market and placing our performance among the very best by community foundations nationally. Our donors are able to build on their charitable goals, so that the causes we all believe in will grow and prosper in perpetuity.

Third is being blessed with an exceptionally gifted staff, including some outstanding new talent, whose expertise and knowledge of the community is second to none. At the end of the day, none of our achievements would be possible without their creativity, hard work and dedication.

Our responsibility as a foundation is to wisely leverage finite financial and human resources. To serve as a convener and facilitator. To give voice to those who have no voice. To be a leader and prudent risk taker. To make a difference.

We have long appreciated the sentiment beautifully



Jacqueline F. Woods and Ronald B. Richard

expressed by the anthropologist Margaret Mead: “Never doubt that a small group of thoughtful, committed citizens can change the world; indeed, that's the only thing that ever has.”

While we don't profess to have changed the world this past year, we do believe our foundation has made and will continue to make a lasting impact on Greater Cleveland, making this small piece of planet Earth a better place to live, find fulfilling jobs, raise a family, and contribute to the well-being of the nation and the international community.

Jacqueline Woods

Jacqueline F. Woods
Chair, Board of Directors

Ronald B. Richard

Ronald B. Richard
President and Chief Executive Officer

August 2007



Global Cleveland

by Ronald B. Richard, President and Chief Executive Officer

At this moment in time, two distinct but closely related issues concern me above all others: the urgent need to make Cleveland globally competitive, and the dangers and severe challenges that confront the current generation of our inner city youth.

Management guru Peter Drucker once said, “In the future, there will only be two types of CEOs: those who think globally and those who are unemployed.” I believe that currently the same sentiment applies to our major cities. In the future there will be those cities and metropolitan areas that focus globally and thrive, and those that don’t and fall by the wayside in our increasingly flat world.

To compete in a global economy Cleveland must think and act globally. We must attract more global businesses, foreign students and teachers, foreign patients to our world-class hospitals, foreign scientists and engineers to our academic and corporate R&D centers, and visual and performing artists from around the globe.

Because globalization is such an important issue for Cleveland’s future, this year the Cleveland Foundation added to our staff a director of international relations to help connect Cleveland to business opportunities worldwide. And in line with becoming globally competitive, we are working to create an advanced energy industry for Ohio – an industry that can create new wealth in our community and produce future employment that won’t fade away from globalization’s magnetic pull of jobs toward low-wage nations.

“At this moment in time, two distinct but closely related issues concern me above all others.”

However, as is true for all of America’s other large cities, Cleveland cannot compete internationally unless we are able to develop and retain an educated and skilled workforce here. Without talent, we cannot create new industries like

advanced energy, or even maintain, let alone expand, our existing industries like health care.

For this reason, achieving educational excellence in Cleveland’s public schools is a centerpiece of the foundation’s current strategy and activities. We intend to continue to strongly support the Cleveland Metropolitan School District in its efforts to reinvent Cleveland’s schools. We will work hard to help establish and support promising educational opportunities for Cleveland’s children, such as the new Cleveland School of Science and Medicine, new single gender academies, the new residential academy, and new STEM (science, technology, engineering and mathematics) schools.

“Cleveland cannot compete internationally unless we are able to develop and retain an educated and skilled workforce here.”

In addition to education, but obviously completely related to education, are many more challenges facing the children of our city’s poor citizens that further inhibit Cleveland’s ability to create the necessary workforce of the future. We must make razor sharp our attention to these other critical problems. Working with numerous public-sector, private-sector and nonprofit partners, we must attain significant progress in

- Radically decreasing teenage pregnancy rates so as to break the babies-having-babies cycle.
- Radically decreasing the number of kids joining gangs – joining because they are so in need of being part of a family or because, ironically, they fear for their own safety.
- Greatly increasing our high school graduation rates and our college enrollment and graduation rates for both minorities and nonminorities.



Developing the intellect, talent and creativity of all students in Northeast Ohio will unlock our region's ability to compete in a global economy.

- Reducing the level of hunger in our city and greatly improving health care for our poor citizens. A recent survey conducted by the Cleveland Metropolitan School District found that the No. 1 concern of youth in our city is nutrition and hunger! Far too many of our kids go to bed hungry every night.
- Reducing the rate of incarceration for our juvenile and adult population. In the United States, these rates are nothing short of catastrophic and the highest of any nation on earth.
- Addressing prisoner re-entry in a new and impactful way to make returning into society a fresh beginning or second chance at creating a productive life rather than a revolving door back to gang life and prison. Over the next five years, approximately 25,000 previously incarcerated persons will be coming back to Greater Cleveland, with a potentially devastating impact on our neighborhoods.
- Finding ways to make our prisons true correctional facilities – not simply jails – by providing education, job training, and counseling to inmates during their incarceration.

But how can we protect our children from these societal ills? How can we save them from going to prison in the first place? By providing the support during the years of early childhood and youth development that they need to stay on the right path. We must ask ourselves: Why are we so willing to spend billions of dollars on prisons but only paltry amounts on providing wholesome – and potentially life-changing – opportunities for our youth?

“How can we protect our children from these societal ills?”

We must drastically alter the dangerous and debilitating culture that exists in so many of our inner city neighborhoods and directly contributes to the nation’s incarceration nightmare. We must fight the ever-rising tide of violence,

pornography, misogyny, crass materialism, anti-education, and anti-intellectualism. We must replace the gangsta rap culture with a culture that values education, the arts, humanism and a strong work ethic, and promotes self-respect and respect for parents, teachers, and senior citizens, among others.

We cannot afford to lose any more of our kids to prisons, gang life, senseless homicide, or wasted lives – young men and women who could have grown up to become heart surgeons at the Cleveland Clinic or University Hospitals, professors at Cleveland State or Case Western Reserve, or future business or political leaders of our city.

As a city and a nation, it is time to end the silence. It is time to make a commitment to strenuously attack these social problems and vital issues. And the Cleveland Foundation is committed to doing so. We know that we are working in a difficult arena and that there are no silver bullets or quick fixes. There never are to problems this complex. But we can make a difference. We can move the needle.

To make an impact, we will be ratcheting up our grantmaking, convening, facilitating, public policy advocacy, and other efforts aimed at youth development and youth protection, using every tool in our toolbox, with an up-to-the-hilt level of intensity and passion.

We know it is a long and difficult road from here to a truly global Cleveland. However, we at the Cleveland Foundation believe that working with our civic partners we can get there, step by step, over the months, years, and decades ahead. We invite others to join us on this exciting and all-important journey.



Strengthening our community

Cleveland health care institutions are one of our community's greatest strengths. In 2006 we provided a major grant to support creation of the Center for Minimally Invasive Pediatric Surgery at Rainbow Babies & Children's Hospital.

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Investing in Greater Cleveland's Future



Robert E. Eckardt

"Think of them as investments, not handouts."

Those words, from a 2006 Cleveland *Plain Dealer* article discussing grantmaking at the Cleveland Foundation, capture the essence of our grantmaking philosophy.

The major grants and program-related investments approved by the foundation in 2006 share a common thread: Their impact has the potential to be felt for decades.

We support efforts by nonprofit institutions to strengthen their internal operations and become better managed and more self-sustaining. We believe in the adage, "Give a man a fish and you feed him for a day; teach a man to fish and you feed him for a lifetime." We want the organizations we work with to thrive. We believe by strengthening them internally, our investment dollars are put to good use.

On the following pages we share with you some of our efforts

and philosophy regarding a number of areas vital for the growth and well-being of Greater Cleveland. In some cases the impact of these efforts is immediate. In other cases, it necessarily will be years before the full impact is felt. Sometimes we are supporting nascent institutions that show great promise for the future. Other times grantees are world-renowned institutions whose promise of greatness has been fulfilled.

Regardless of which organization is the recipient of our grants, our motive is to provide not a handout but an investment. We invest with the belief that these will have an impact on Greater Cleveland far into the future.

Robert E. Eckardt, Dr. P.H.

Senior Vice President for Programs and Evaluation

Our Major Grants Have Long-Term Impact

Each of the foundation's largest grants and program-related investments in 2006 has the potential to make a significant impact.

- \$4 million to the Fund for Our Economic Future to support regional collaboration for economic development.
- \$2.25 million to Neighborhood Progress Inc. to help stabilize and revive six Cleveland neighborhoods.
- \$2 million to the Rock and Roll Hall of Fame and Museum to establish a one-of-a-kind library and archives in partnership with Cuyahoga Community College.

- \$1.5 million to Rainbow Babies & Children's Hospital to create a nationally recognized center for minimally invasive pediatric surgery.
- \$1 million to the Trust for Public Land to establish the Ohio Land Protection Fund to help protect environmentally sensitive land.
- \$1 million to JumpStart to support investments in advanced energy and other high-technology opportunities.
- \$1 million to the Museum of Contemporary Art for a new building, a critical anchor for developments in University Circle.

Awakening the region to advanced energy’s potential

A wind turbine erected in downtown Cleveland in 2006 with Cleveland Foundation support could be the forerunner of an advanced energy manufacturing industry to spur economic development in the region.

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Investing in Economic Transformation



The Cleveland Foundation’s role in economic transformation is fourfold:

- Build economy-sustaining industries through regional collaboration
- Encourage a thriving, competitive urban core
- Create an advanced energy industry
- Develop global partnerships

To carry out our role in this communitywide effort, we work closely with many partners. They include, among others, the Greater Cleveland Partnership, Team NEO, Civic Innovation Lab and the Fund for Our Economic Future, a collaboration of more than 100 philanthropic entities united in support of economic development. In 2006, the foundation gave \$4 million to the Fund.

These collaborative efforts in which we are involved are beginning to result in some positive leading indicators signaling the rebirth of our economy. Perhaps the clearest

signal can be seen in the area of entrepreneurship and business formation. In the past three years more than \$500 million of venture capital has been invested in nearly 100 companies in areas ranging from advanced energy, biomedical devices, and information technology to materials and manufacturing.

The foundation has put special emphasis on building an advanced energy industry cluster in the region. We are working with others to advocate changes in Ohio’s energy policy that will attract advanced energy manufacturing businesses here and elsewhere in Ohio.

Another strong focus for the foundation is supporting the region’s efforts to compete in a global economy. Thinking globally, attracting international businesses and building partnerships around the world are key. To that end, we hired our first director of international relations to help execute an emerging global strategy.



A vial of a patented solvent that screens blood to identify early-stage cancer holds promise for AnalizaDx, a local cancer diagnostics company and its CEO Dr. Arnon Chait. The startup received funding from JumpStart, a Northeast Ohio venture development organization supported by the foundation. JumpStart stimulates regional growth by funding emerging, high-potential business ideas.



Pursuing a global future

The Cleveland Foundation is a local leader in the shift to global action. Foundation board member Dr. Maria Pujana and our Director of International Relations George Delgado recently visited Costa Rica to explore establishing a trade office here.

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Investing in Globalization

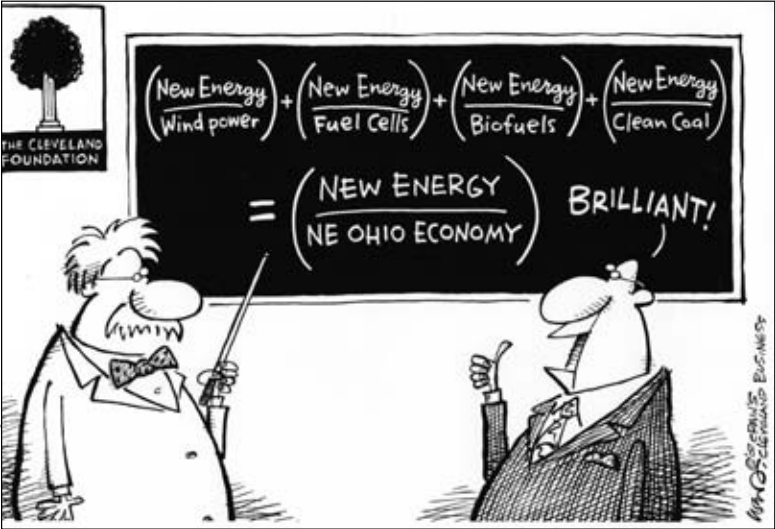
To help Cleveland compete internationally, the foundation is actively pursuing a three-part global strategy that promises positive benefits for Greater Cleveland and our global partners.

First, the foundation is negotiating with various countries, including Costa Rica, Russia and Germany, to open trade offices in Cleveland.

Second, we are encouraging high-tech industries and global distributors to open manufacturing facilities in Ohio. We are in contact with European renewable energy companies from Germany, Spain and Finland to encourage them to consider Cleveland as their manufacturing headquarters in the United States.

Third, the foundation is looking to increase Ohio exports to key international markets. For example, one of our initiatives should help Ohio construction materials manufacturers increase their exports to Russia.

George Delgado is director of international relations.



A Crain's Cleveland Business cartoon recognized the foundation's advanced energy and economic development efforts.

Investing in Advanced Energy

In 2006, the most visible impact of our advanced energy initiative was the commissioning of a wind turbine at the Great Lakes Science Center. The turbine installation has sparked considerable local interest in wind energy.

With the foundation's direct involvement and support, Cuyahoga County's energy task force conceived of the Lake Erie Wind Energy Center. It is a demonstration project consisting of several wind turbines installed a few miles offshore downtown Cleveland and a research center to invent and test next-generation wind technologies for fresh water offshore application. The vision is for Cleveland to become a North American hub of wind energy R&D, manufacturing and deployment.

The coming year will see further broadening of our advanced energy activities, beyond wind energy. The foundation and many other parties are advocating changes in state energy policy to require a portion of Ohio's future energy needs to be supplied by renewable energy sources – wind energy, biomass and solar. For the national Solar 2007 conference bringing nearly 2,000 visitors to Cleveland in July, the foundation funded two high-profile demonstration projects – at the Cleveland Indians' Jacobs Field and at the Science Center next to the wind turbine – to heighten local awareness of solar energy.

Richard Stuebi is the BP fellow for energy and environmental advancement.



Helping one student and one school at a time

Students from Cleveland’s new School of Science and Medicine at John Hay High School have benefited from the close collaboration of Dr. Eugene Sanders, Cleveland Metropolitan School District CEO, Frank Sullivan, co-chair of the school and member of the foundation’s board of directors, Maggie McGrath, foundation chief of staff, and Helen Williams, foundation program director for education.

IMPACT

Investing in Education Reform



Strengthening public education has been a major priority of the foundation since its founding, and never more so than today. Public education is at a crossroads in Cleveland, in Ohio and nationally. “Crisis,” in fact, might be a better word.

To meet this challenge and to help students succeed locally and compete globally, we advocate the reinvention of century-old systems that have been used to educate kids, train teachers and shape public policy. Our strategy recognizes that positive impact cannot come from tinkering. The issues are systemic and incredibly complex, and will take a concerted, communitywide commitment over the long term to address.

Multiple partners share our goal, and we are targeting our investment of dollars and human capital in three strategic, high-leverage areas.

Public policy

Changes in public policy, particularly at the state level, are



We support innovative educational opportunities like E Prep, Cleveland’s entrepreneurship college preparatory charter school in Glenville, with its extended hours and extended school year.

critical. Our efforts are aimed at creating a seamless P-16 (prekindergarten through college) system statewide, with greater focus on improving teacher quality, raising standards and measuring results.

Innovation

Innovation is essential moving forward. We will continue to support existing schools and create new schools that are true centers of excellence, where curricula, culture and administration reflect best practices locally and nationally.

Public awareness

Increased public awareness can counteract public apathy and push for change. Through various initiatives we seek to challenge students, parents, teachers, administrators, and local leaders to rethink how we educate our children and prepare our workforce to turn around Greater Cleveland.

Program director for education is Helen Williams.



Revitalizing neighborhoods and neighborliness

Handsomely renovated homes on East 105th Street in Greater University Circle make the area in the urban core inviting for family living. The foundation has a strong presence in city neighborhoods.

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Investing in Neighborhoods, Housing and Community Development



The foundation is deeply committed to neighborhood revitalization and downtown development, a commitment especially important at a time when some of Cleveland’s most culturally rich neighborhoods are experiencing decline.

We are strong supporters of Downtown Cleveland Alliance, a group building a thriving downtown; Neighborhood Connections, a small-grant program to benefit grass roots groups; and other nonprofits dedicated to Cleveland’s revitalization including Neighborhood Progress Inc., a community development corporation.

Through Neighborhood Progress Inc., a longtime partner of the foundation, our impact is felt in six Cleveland

neighborhoods that are now seeing increased housing production and revival of commercial areas: Buckeye, Detroit Shoreway, Fairfax, Glenville-Wade Park, Slavic Village and Tremont.

Concurrently, our efforts in the Greater University Circle neighborhood are perhaps most noteworthy for our holistic approach, integrating our work in all five vital areas of the foundation’s agenda: economic transformation, education reform, early childhood and youth development, housing and community development, and arts advancement.

Program director for neighborhoods, housing and community development is India Pierce Lee.



Tremont is one of six neighborhoods whose revitalization is supported through a grant to Neighborhood Progress Inc.



Bringing more neighborhoods into the cultural circle

Transforming University Circle and its contiguous neighborhoods into a thriving urban core – one that attracts both new residents and tourists – is the goal of an ambitious, multiyear plan under way involving multiple partners.

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Investing in Greater University Circle



In University Circle's one square mile is the largest concentration of arts, culture, education and health institutions in America. But what happens when you expand its traditional borders to include portions of Fairfax, Glenville, Hough, Little Italy and Buckeye-Shaker neighborhoods? Or nearby institutions such as the Cleveland Clinic, the Veterans Affairs Medical Center and local public schools? The circle becomes greater.

Our Greater University Circle Initiative seeks to stimulate investments here. We are convening with businesses, community development groups, nonprofits, academic institutions and others to transform this vital urban area into a premier location to live, work, play, visit or receive medical care. Plans call for refurbished and new housing, improvements at older or underperforming schools, attraction and retention of businesses, and physical infrastructure enhancements.

Physical redevelopment

University Arts and Retail District

To create a vibrant community near Case Western Reserve University, new housing, shops and restaurants will be constructed on the site of an underused retail area.

Upper Chester

The first phase of a master plan calls for new retail and up to 400 new housing units in Upper Chester – part of the Hough neighborhood and adjacent to the Cleveland Clinic.



Change is a constant in Greater University Circle, where institutions are investing more than \$2 billion in construction over the next five years.

West Quad

Case Western Reserve University is studying development of a major medical and technological research center on the site of the former Mt. Sinai Hospital.

John Hay High School Campus

Under development is a plan to create a campus linking John Hay and the nearby Cleveland School of the Arts with green space and parklike settings.

Transportation Improvements

Under development are three projects, including the relocation of an RTA Rapid Transit station and the redesign of a traffic circle that serves as a gateway to the area's museums.

Neighborhood cultivation

Educational Improvements

In partnership with the Cleveland Metropolitan School District, more than a dozen area groups are working together on a plan to examine innovative educational options for the schools in the area.

Neighborhood Safety and Economic Inclusion

Committees are forming to identify projects promoting neighborhood safety and economic inclusion, including national models in business procurement and workforce development.

Housing Assistance Program

A program that provides working families with financial assistance to obtain housing options of choice is helping to revitalize neighborhoods.

Special projects director for the foundation's Greater University Circle initiative is Lillian Kuri.



Reaching kids at risk

To help inner city youth meet the challenges they face daily, the foundation is ratcheting up efforts in youth development and protection, including support of programs led by adult role models.

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Investing in Early Childhood, Youth Development and Human Services



In 2006 the foundation continued its efforts to give every child the best possible start in life through Invest in Children, a public-private partnership established in 1999 that focuses on children prenatal to kindergarten.

Invest in Children is recognized as a national model for how communities can effectively address the needs of its youngest citizens. Its early childhood outreach and education programs focus on health and wellness, effective parenting, early care and education, and community engagement. The goal is to raise healthy children who are fully prepared for school.

Over the next year, Invest in Children will implement universal prekindergarten, enhance lead prevention efforts, and assist families with medical referral services.

We recognize too that this outreach needs to continue as children grow.

Today we are in the first phase of a youth development initiative. Guided by a community assessment of critical needs and gaps in service, a youth development taskforce has been meeting since February 2007. The group has been reviewing best practices, interviewing community experts, and analyzing public and private funding options.

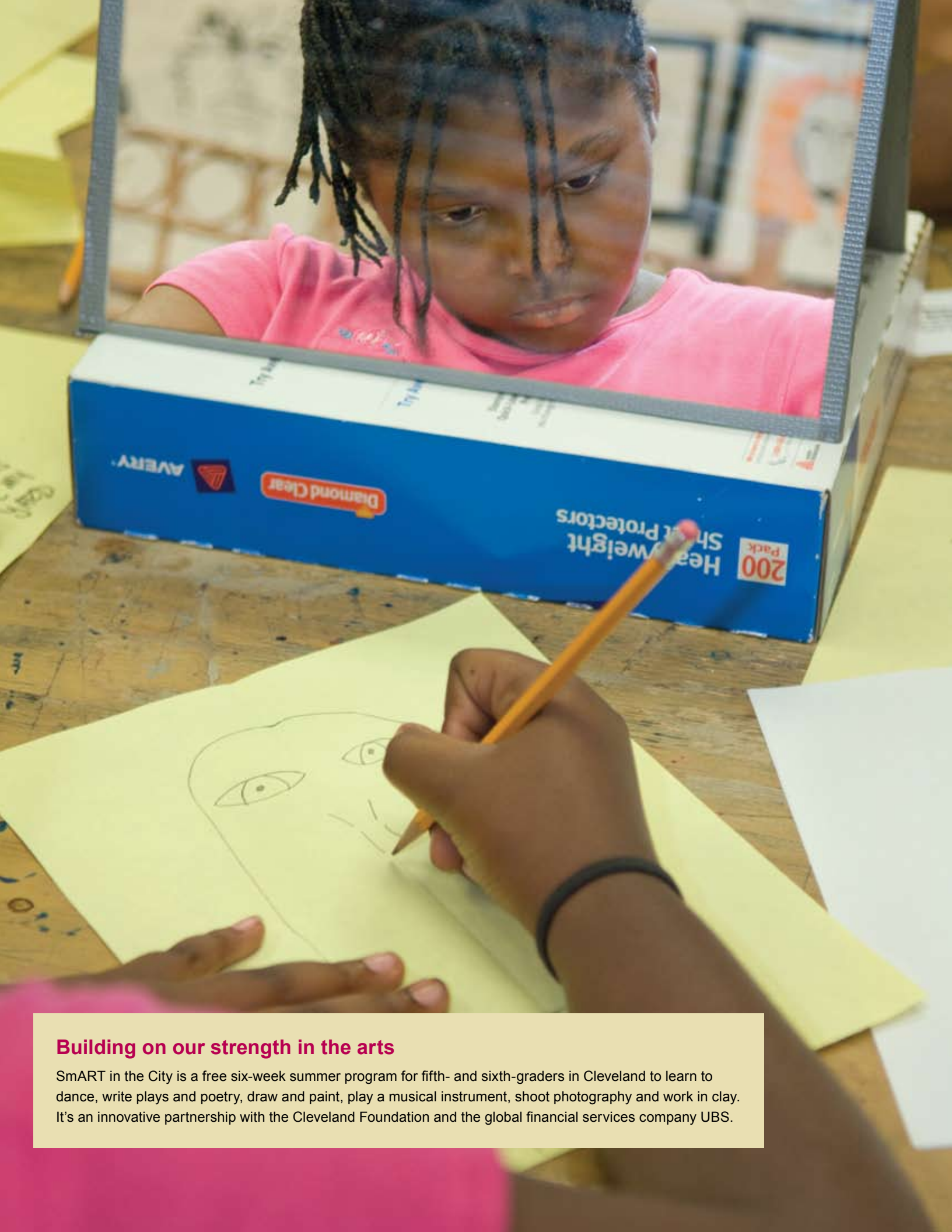
To bring more opportunities to youth and low-income adults, the foundation also is looking to replicate in Cleveland the success of Pittsburgh's Manchester Bidwell Corp., a world-class arts education and training complex in the inner city. A feasibility study is under way, to be completed by the end of the year.

In the area of human services, we also are in the planning stages of a prisoner re-entry program to smooth reintegration into society and to reduce recidivism rates in our area.

Program director for human services and child and youth development is Lisa Bottoms.



At-risk children, with Program Director Lisa Bottoms, benefit from Peace in the Hood, an after-school program supported by the foundation.



Building on our strength in the arts

SmART in the City is a free six-week summer program for fifth- and sixth-graders in Cleveland to learn to dance, write plays and poetry, draw and paint, play a musical instrument, shoot photography and work in clay. It's an innovative partnership with the Cleveland Foundation and the global financial services company UBS.

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Investing in Arts Advancement



2006 saw the successful close of two major strategic efforts of the foundation's work in arts and culture spanning more than 10 years. The foundation's 1996 Civic Study Commission on the Performing Arts, the first in-depth research on the arts in 20 years, made two significant recommendations:

- Build the leadership, business acumen, and operational effectiveness of midsize arts organizations
- Work to secure substantial and renewable local public support for the arts

These findings led us to a new approach to grantmaking that would eventually help more than 20 small and midsize organizations strengthen and improve their finances and business practices. The recommendation for public support of the arts would require a shift in public policy for funding as well as broad community participation.



\$500,000 from the foundation went to support the merger of Cleveland's two professional opera companies, Cleveland Opera and Lyric Opera Cleveland.

The foundation, with the active participation of other funders, launched the Community Partnership for Arts and Culture. The goal: Develop community consensus about the value of the arts that would lead to renewable public funding.

In November 2006, this goal was reached with the passage of Issue 18, a countywide increase in the cigarette tax, with proceeds directed to the arts. The success of Issue 18 is a testament to the strategy and persistence of Community Partnership for Arts and Culture, and to effective collaboration within the arts community. The foundation played an essential role and will continue to be a strong supporter of the arts, as passage of Issue 18 represents a critical and long-overdue addition to – not a replacement for – existing funding.

Program director for arts and culture is Kathleen Cerveny.

Highlights of Grants Awarded in 2006

A complete listing can be found at www.clevelandfoundation.org.



In partnership with Cuyahoga Community College, the Rock and Roll Hall of Fame and Museum received a \$2 million grant to establish a library and archives.

Economic transformation

Case Western Reserve University

\$100,000 to fund predevelopment work for the proposed arts and retail district and \$100,000 to study development of the West Quad area as a biotech R&D park.

Presidents' Council Foundation

\$82,000 for the Emerging Entrepreneurs program for African-American entrepreneurs in Greater Cleveland.

ShoreBank Enterprise Group Cleveland

\$525,000 to support Investing in Cleveland's East Side Neighborhoods initiative.

Urban League of Greater Cleveland

\$200,000 for a minority business development center.

Education

E Prep (Cleveland Entrepreneurship Preparatory School)

\$50,000 to support the initial year of a college-preparatory charter school located in the Glenville area.

Institute for Student Achievement

\$113,000 to identify Cleveland public and private schools with measurable success educating students at risk for academic failure.

Ohio Grantmakers Forum

\$75,000 toward producing an independent review of the current state of education in Ohio.

Neighborhoods, housing and community development

Neighborhood Leadership Institute

\$140,000 to identify and train community leaders to conduct research, identify resources and participate on boards and committees that will directly improve their neighborhoods.

Famicos Foundation and Phillis Wheatley Association of Cleveland

\$500,000 for redevelopment and renovation of Emeritus House Apartments, which house senior and disabled adults and provide outreach programs, community events and social services in one of Cleveland's poorest neighborhoods.

ParkWorks

\$200,000 to improve parks and public spaces in six Cleveland neighborhoods: Buckeye, Detroit-Shoreway, Fairfax, Glenville, Slavic Village and Tremont; and \$300,000 to turn newly refurbished John Hay High School and the neighboring Cleveland School of the Arts into a single campus.



Case Western Reserve University, a key force in the growth and vitality of Greater Cleveland, has been the recipient of foundation support in areas such as economic transformation, education, health and nonprofit leadership.

Early childhood and youth development

Child Care Resource Center of Cuyahoga County

\$216,000 to fund core services linking families to programs and services that meet their early child care and educational needs.

Cuyahoga Community College Foundation

\$56,000 for Early Childhood Education transition plan.

First Tee of Cleveland

\$200,000 for capital expenditures to the Slavic Village organization that promotes character development in young people through the game of golf.



The Museum of Contemporary Art received a \$1 million grant for a new building, a critical anchor for developments in Greater University Circle's Arts and Retail District.

Arts

Cleveland Cultural Collaborative

\$95,000 to share operating costs and combine programmatic functions of the partnership of the Cleveland Museum of Natural History, Cleveland Botanical Garden and Western Reserve Historical Society.

Cleveland Film Commission

\$110,000 for public affairs and marketing.

Cleveland Opera and Lyric Opera Cleveland Opera

\$500,000 to support the merger of these two professional opera companies.

Community Partnership for Arts and Culture

\$300,000 for research and public advocacy of arts funding in Greater Cleveland.

Great Lakes Theater Festival

\$120,000 to help launch a capital campaign for its planned renovation of the Hanna Theater as its new permanent home.

WVIZ/PBS ideastream

\$575,000 to support coverage of arts and culture, economic development and education issues.

Health

Case Western Reserve University School of Dentistry

\$98,500 toward an oral health education program for students in Cleveland's public schools.

Center for Health Affairs

\$57,000 to support an online initiative for job placement for nurses, serving a critical need for Northeast Ohio health care providers in the face of a national shortage of nurses.

Cleveland Fellowship in Advanced Bioethics

\$313,000 to help fund the inaugural class of students in this collaboration among Cleveland Clinic, Case Western Reserve University, University Hospitals Case Medical Center and MetroHealth Medical Center.

Cleveland Clinic Center for Autism

\$500,000 toward facility expansion.

Long-Term Care Ombudsman (Lutheran Metropolitan Ministry)

\$190,000 for its volunteer coordination program that works to resolve complaints about quality of care in nursing homes and other institutions.

MetroHealth

\$100,000 for expansion of its community advocacy program, which seeks to break the link between poverty and poor health in a model for effective health care treatment for low-income populations.

Environment

Cleveland Metroparks System

\$300,000 to help establish the West Creek Reservation.

Cuyahoga Valley Countryside Conservancy

\$100,000 for preservation of farmland in and around Cuyahoga Valley National Park.

EcoCity Cleveland

\$16,000 to support its sustainable greenspace project.

North Cuyahoga Valley Corridor

\$50,000 for planning, project implementation and programming in the new Steelyard Commons and its surrounding communities.

Community

Cleveland Community Wealth Collaborative

\$367,000 to assist nonprofits in becoming more self-sustaining and financially stable by helping them develop revenue-generating business ventures.

Cleveland Executive Fellowship Program (a Coro program)

\$530,000 to support the second year of this program, designed to develop civic leadership for the region. Beginning summer 2007, this successful program becomes part of Cleveland Leadership Center.

Cleveland Leadership Center

\$400,000 to continue to develop a pipeline of future civic leaders through consolidation of four existing organizations: Leadership Cleveland, Cleveland Bridge Builders, (i)Cleveland, and Look Up to Cleveland.

Greater Cleveland Community Shares

\$45,000 for a strategic planning process to guide the organization through 2010.

Project Access

\$545,000 to provide leadership and business training and promote advocacy and organizational effectiveness among faith-based and community organizations in Cleveland and East Cleveland.



J. T. Mullen

2006 Financial Summary

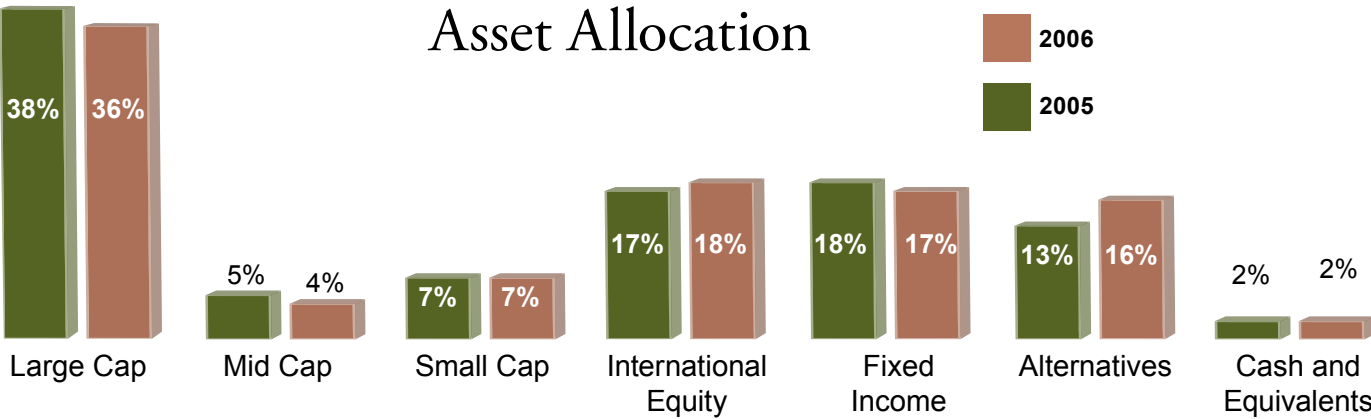
Continued growth was once again the theme in 2006 for the foundation, marking the fourth straight year of positive returns. The foundation has experienced double-digit returns in three of the last four years with a return of 15.38 percent in 2006.

The chart below presents the asset allocation of the Cleveland Foundation as of December 31, 2006 and 2005. As you will note, we have continued to diversify among asset classes and to increase the allocation to alternative investments. Our first investment in alternative investments was in 2000 with 3 percent in both hedge and private equity funds. Our current allocation to alternative investments represents 16 percent of our total portfolios, with current commitments that will ultimately take us to our target of 20 percent. Our strategy in alternatives has been to seek broader diversification and have less correlation to the broader equity markets. Our primary objective is to produce a consistent stream of resources for the community while concurrently increasing the purchasing power of the assets over time.

After a weak first half, 2006 finished strong. International stocks continued to perform well as measured by the EAFE index return of 26.9 percent, while the domestic markets also outperformed historical returns by generating a 15.8 percent return. Most areas of the markets had excellent performances in relation to historical returns. The Cleveland Foundation benefited, with all asset classes performing well within the total portfolio.

Total revenue in 2006 was \$262 million. Expenses of \$90 million applied to this revenue resulted in an increase of \$172 million in net assets. The majority of the revenue stemmed from investment return of approximately \$230 million. The assets of the foundation as of December 31, 2006, were \$1.9 billion.

J. T. Mullen
Senior Vice President and Chief Financial Officer



Caprice H. Bragg

Giving through the Cleveland Foundation

The history of enlightened giving through community foundations began in Cleveland early in the 20th century. Cleveland banker and attorney Frederick Harris Goff pondered the best way to make a lasting contribution to the city he loved. He could not foresee Cleveland's future needs, but he had a big idea: an enduring philanthropic foundation created for the benefit of a community with gifts from the citizens of that community. And in 1914, the Cleveland Foundation was born.

Over the next nine decades, we've demonstrated that, through our role as investor, grantmaker and convener, we could exercise extraordinary leadership on vital issues of our time. Today the Cleveland Foundation and our good work are as relevant as ever.

An example of our relevancy in contemporary times and our desire to strengthen the economy and protect the environment is our commitment to advanced energy. In 2006, a bylined article in the *Plain Dealer* by Cleveland Foundation President and CEO Ronn Richard titled, "A Chance to Define the Future of Energy," led to numerous individuals contacting us. They shared our concerns. They wanted to make a difference. They wondered how they could support the foundation's efforts to create an advanced energy industry and foster economic development and jobs in Northeast Ohio.

In response, we recently established the Advanced Energy Fund. Grants from the fund will promote Greater Cleveland nonprofit organizations working to promote advanced energy and environmental responsibility.

I mention this example because each year hundreds of individuals, families, organizations and corporations tap the foundation as their partner in philanthropy. Through our knowledge of the community and sound fiscal stewardship, we help them achieve their goals for giving in creative and personal ways that will achieve their desired impact.

In 2006, we were blessed with more than \$31 million in new gifts. Our appreciation to each of our donors, new and longstanding, runs deep.

Caprice H. Bragg
Vice President for Gift Planning and Donor Relations

IMPACT

Listening to Our Donors

What are some of Cleveland’s most significant problems? Can the Cleveland Foundation make an impact addressing them? We asked three donors to discuss these issues with Caprice Bragg, vice president for gift planning and donor relations. Attending were David Davies, advisor to the Frances G. and Lewis Allen Davies Endowment Fund; Lauren Fine, advisor to the Lauren Rich Fine Family Fund; and Heather Sherwin, vice president of the Sherwick Fund. Following are excerpts from that conversation.

Significant issues

Lauren Fine: The most pressing issues we’re facing are education and jobs. The best way to address education right now is one child at a time. At the end of the day, what gets some of these children through school is that one teacher who really cares. Not every child will go to college, but we can help prepare every child to lead a productive life.

David Davies: We need to start with these kids very, very early. The problems they’ll be facing start with early childhood. I’m very glad that the foundation has made early childhood development and education major priorities.

Lauren Fine: And jobs – making sure there’s a solid job base. I can’t figure out why we’ve lost so many jobs when there is so much positive about this region – lifestyle, cost of living, the type of people who live here, family orientation.

Heather Sherwin: I’d add urban sprawl. One thing that attracts young people to a city is the vibrancy in its central core. I’m not saying it has to be a central city, but there has to be an area where there’s congregation of activity that young people can identify with.

Community impact

Lauren Fine: The foundation’s ability to take a leadership role, to have an impact, to make a difference to the community and to society, has helped guide my own philanthropy.

Heather Sherwin: Impact is moving the needle. Will our philanthropy move the needle forward? Higher? Faster? And leadership is terribly important. This community is no longer led by a small contingent of white, male CEOs as it was 50 years ago. Today there’s more pressure on the foundations and other nonprofits to play a leadership role.

“Did Andrew Carnegie have a study that said everyone was going to use a free library? No. He just went out and created free libraries because it was a good idea.”

David Davies: The foundation makes an impact by encouraging cooperation among grant recipients. Unfortunately, organizations with the same basic goals often think of themselves as the only game in town, when what they really need is to cooperate among themselves.

Heather Sherwin: Did Andrew Carnegie have a study that said that everyone was going to go use a free library? No. He just went out and created free libraries because it was a good idea. He made an impact.

Grantmaking investments

Lauren Fine: It’s important that grants are viewed as investments with expected returns. You aren’t just giving



Lauren Fine



Heather Sherwin



David Davies

money away. You’re expecting something constructive to happen. You expect a return.

David Davies: It’s just as hard to give money away wisely, as to raise it, which is why focusing on benchmarks, accountability and measuring impact are so important.

Heather Sherwin: With the notion of investment comes the requirement for proof of value. It’s sometimes difficult, however, for grantmakers and grantees to agree on the appropriate measuring stick. For example, in the arts, if attendance alone were the measuring stick, the Cleveland Orchestra would play Beethoven’s Fifth every weekend. But that’s not why arts organizations exist.

Outperforming the market

Lauren Fine: When I was first making the decision to go with the foundation I spent some time understanding how you invested and was impressed. It’s always good to hear your financial performance is as strong as it is.

Heather Sherwin: When you’re in a position to be a philanthropist, you want your funds to grow so you can give away more. That’s exciting – that makes it more worthwhile.

Global perspective

David Davies: It’s a hard issue because I hear the word “globalization” and shudder. It usually means job exports. But people forget that northeast Ohio already has lots of exports to other countries, which can be a source for success. What the foundation is doing in this area is important, it can make an impact.

Lauren Fine: If we can attract more overseas businesses, if we can encourage investment startups in alternative energy, these are two huge opportunities that will make a meaningful difference. Unifying others behind the foundation’s leadership in these areas is a critical factor in their success. Can we get enough people to agree on the direction we need to go? Many already believe in this. We just need to bring our resources together and march in the same direction. It’s too soon to say if this will be a missed opportunity for Cleveland, or whether the Cleveland Foundation can pull together these resources and make it happen.

Half full or half empty?

David Davies: Cleveland is bipolar – half the time fantastically optimistic, other times it’s just the opposite. These days we are in one of our depressed states. Over time, we’ll swing back in the other direction.

Lauren Fine: I’m sensing an upswing. There’s a lot to be optimistic about. Look at the efforts by entities the

“It’s important that grants are viewed as investments with expected returns.”

foundation has supported – Jumpstart and BioEnterprise and other businesses attracted here. If you get enough small successes, it starts to breed new industries, attract new jobs. People become optimistic. It’s going to take awhile – you just have to start somewhere.

Heather Sherwin: I’ve been pretty optimistic lately. I only wish more people knew about the good things that are happening. There’s a lot of really good stuff just waiting to be discovered.



Areas such as Cleveland Metroparks, Cuyahoga Valley National Park and Cleveland beaches have been beneficiaries of the foundation's longtime support of land conservancy and the environment.

IMPACT

Making Enlightened Philanthropy a Tradition

The Cleveland Foundation’s impact in the community would not be possible without the wonderful generosity of our donors. We deeply appreciate the contributions of each and every one.

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The Cleveland Orchestra benefited from a two-year strategic planning grant that helped it develop a sophisticated business plan to strengthen its economic future.

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Brighter Side Boxing Club in Cleveland's Fairfax neighborhood teaches teenage boys and girls the discipline of boxing while engaging them in constructive activities. The club received support from Neighborhood Connections, a grassroots, small-grants program of the foundation.

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Caseworker Jennifer Smith provided pre- and postnatal home visits to first-time mother Modesta Ruggiero and daughter Giuliana through Invest in Children, which in 2006 reached more than 65,000 newborns, youngsters and their families in Cuyahoga County.



College students visited the Kenyan village of Mchanganyiko during an immersion trip with International Partners in Mission, one of several nonprofit organizations working with the Cleveland Community Wealth Collaborative, a foundation-supported organization that helps nonprofits produce unrestricted revenue streams.

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A \$30,000 grant from the foundation-funded Civic Innovation Lab helped start up City Wheels. Its business idea is to make available hourly rental cars as an environmentally friendly transportation alternative.

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The foundation partnered to install solar panels at the Great Lakes Science Center and the Cleveland Indians' Jacobs Field to demonstrate the effectiveness of solar energy and the potential for an advanced energy manufacturing industry in Northeast Ohio.

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Members of the Goff Society have established a charitable fund or made cumulative gifts of \$10,000 or more. We are deeply grateful to each of them.

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With foundation support, Case Western Reserve University's School of Dentistry operates Healthy Smiles, a sealant program that helps improve the oral health of thousands of Cleveland schoolchildren. It teaches dental hygiene and applies anti-cavity sealants to children's permanent molars to help prevent decay and disease.

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At our 2007 annual meeting, William E. Strickland Jr., president and chief executive officer of the Pittsburgh-based Manchester Bidwell Corp., shared the story of a pioneering after-school program for at-risk youth that has grown into a nationally recognized arts education and job training center. The foundation is supporting a feasibility study to determine if a comparable model can be replicated in Cleveland.

Legacy Society

Members of the Legacy Society have planned a future gift to their community through a bequest, trust, pooled income fund, life insurance, charitable gift annuity or charitable remainder trust. We are deeply grateful to each of them for their lasting gift to Greater Cleveland.

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* Deceased

New Named Funds, Planned Gifts and Donor Advised Funds

These funds were established to support the educational, charitable and public needs of our community, and we are grateful for each of them.

- New named funds and planned gifts**

Anonymous (11)

Fernau C. and Corinne M. Bader Memorial Fund established by the Fernau C. Bader trust

Joyce A. Burch

Anna Ruth Bussian

David B. and Elizabeth L. Crow

Richard F. Coyne charitable gift annuity #3 established by Richard F. Coyne

Margie K. Davis Fund established by Margie Knight Davis estate

William F. Gerhauser Memorial Fund established by Opera Cleveland

Samuel and Eva Horwitz charitable gift annuity established by Samuel J. and Eva H. Horwitz

Joseph J.* and Roseann Manley

Dr. Susan A. Miller

Donald and Merle Milmine charitable gift annuity established by Donald and Merle Milmine

Charles M. Rial and Mary F. LaPorte charitable remainder annuity trust established by Charles Rial and Mary LaPorte

Mr. and Mrs. J.C. Schantz

Herbert J. Swanson charitable gift annuity established by Herbert J.* and Faith Swanson

Blanche and Kenneth Cooley Fund established by Blanche and Kenneth Cooley

Day Family Fund established by Floyd A. and Gladys I. Day Family Foundation

William M. and Marjorie L. Fairhurst Fund established by Ann Fairhurst

Faubel Family Fund established by Jean Astrup Faubel Blanche

Ford Family Fund established by Emily Evans Ford

Philip H. and Jane G. Geier Fund established by Philip H. and Jane G. Geier charitable remainder annuity trust

Jonathan and Karry Hatch Family Fund established by Jonathan and Karry Hatch

Lawrence and Linda Hatch Family Fund established by Lawrence and Linda Hatch

Hope for the Future Fund established by anonymous donors

Mayor Frank G. Jackson's Youth Initiative Fund established by various donors

Kanzinger Family Fund established by Franklin and Katherine Kanzinger

Jim and Linda Puffenberger Fund established by James and Linda Puffenberger

John and Deborah Read Family Fund established by John and Deborah Read

Special Fund No. 24 established by an anonymous donor

Stenson Family Fund established by Kathleen and Robert Stenson II

Stewart Family Fund established by Matthew and Elizabeth Stewart

Tangent Fund established by anonymous donor

Ulmer & Berne Foundation Fund established by Ulmer & Berne

Wirtshafter Family Fund established by Mina Wirtshafter
- New donor advised funds**

Anonymous (1)

Brown Flynn Fund established by Brown, Flynn Communications

Cuyahoga County Foreclosure Prevention Program Fund established by Key Foundation

Grace J. Chamberlain Memorial Fund established by anonymous donors

Pamela Wallace Chaney Family Fund established by Pamela Wallace Chaney



The arts in Cuyahoga County will benefit from the passage of Issue 18, providing financial support to individual artists and arts organizations.

New Scholarship and Organizational Endowment Funds

- New scholarship funds**

Albert W. Geater Memorial Scholarship established by the Marian Geater charitable trust

Grace and Andy Fund established by anonymous donors

Joe and Julia Nappi Scholarship Fund established by anonymous donors

Anna Poulos Memorial Scholarship Fund established by the Greek Orthodox Community of St. Demetrios

Women's Civic Club of Cleveland Heights Scholarship Fund established by the Women's Civic Club of Cleveland Heights
- New organizational endowment funds**

Case/Cleveland Play House MFA Endowment Fund established by Case Western Reserve University and the Cleveland Play House

Cleveland Foodbank Endowment Fund

Czech Cultural Center of Sokol Greater Cleveland Fund

East Cleveland Township Cemetery Foundation Endowment Fund

Transitional Housing Fund

Wendy Park Foundation Fund

Western Reserve Land Conservancy Endowment Fund

Supporting Organizations

- City of Cleveland Cable Television Minority Arts and Education Fund**

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Anisfield-Wolf Book Award

This nationally renowned prize, administered by the Cleveland Foundation, is the only juried American literary competition that recognizes important contributions to our understanding of racism and our appreciation of the rich diversity of human cultures. Honored in 2006 were (left to right) nonfiction author Jill Lepore for New York Burning: Liberty, Slavery, and Conspiracy in Eighteenth-Century Manhattan, fiction author Zadie Smith for On Beauty, and novelist William Demby, who received a lifetime achievement award.



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Choosing the investment option for philanthropic funds for growth is just as important as the decision to entrust the Cleveland Foundation with overseeing and distributing those funds. The foundation provides donors with a variety of investment options and strategies to choose from for the fund they establish, allowing them to select the one that will help them meet their philanthropic objectives.

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